

BIG OFFER.

from

Hewlett-Packard

THE OFFER

Receive a *FREE* PC Medical Training Workstation

_____ PLUS _____

Your choice of a medical training software pack with purchase of:

\$35,000 of any combination of qualified products

_____ OR _____

\$25,000 of qualified

Defibrillator and/or Cardiograph products only

:FREE TRAINING COMPUTER



Hewlett-Packard Vectra ES-12
Training Workstation featuring:

- ❖ 40Mbyte disc drive
- ❖ EGA Color Monitor
- ❖ MS-DOS Operating system

———— PLUS ————

- ❖ Choose one of two
medical training software
packages.

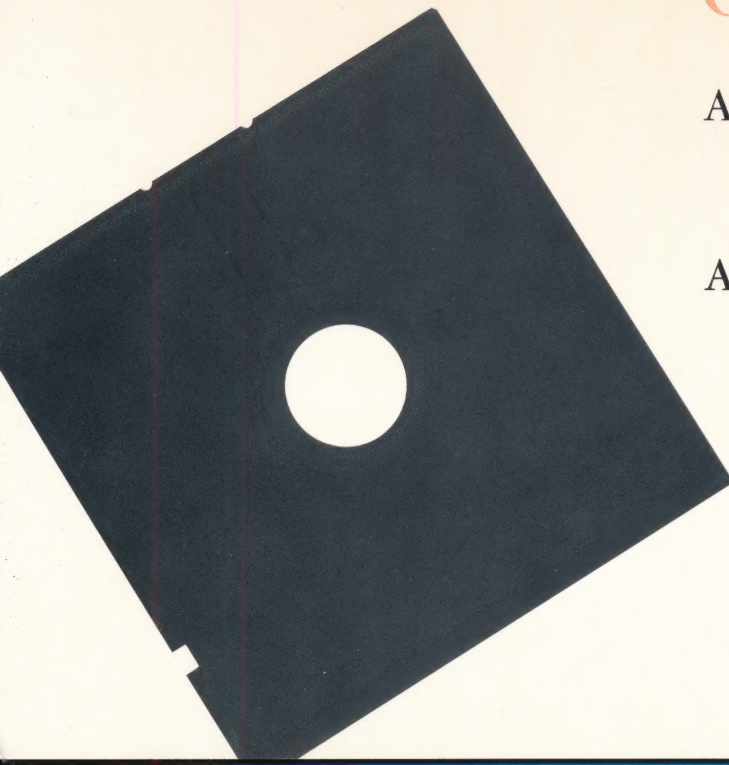
:FREE SOFTWARE

Choose either

Advanced Cardiac Life Support Software

or

Arrhythmia Recognition Software



:SOFTWARE FEATURES

Advanced Cardiac Life Support

A four part ACLS teaching series includes:

- ❖ Cardiac Arrest: Complete interactive resuscitation simulator. You read EKG's, interpret vital signs, administer drugs, etc. Learning ACLS becomes a challenging computer adventure game.
- ❖ ACLS Protocols: A terrific teaching aid in learning to apply ACLS treatment algorithms to clinical situations.
- ❖ EKG Teaching: Teaches EKG rhythm strip interpretation at a beginning level.
- ❖ Cardiac Quiz: ACLS topics are taught in 10 self-teaching quizzes.

Arrhythmia Recognition Tutorial

- ❖ Provides examples and descriptions of over 26 arrhythmias.
- ❖ Allows demonstration and side-by-side comparison of similar arrhythmias.
- ❖ Quiz mode allows you to test and refine your skill in arrhythmia recognition.
- ❖ Simple to use. No computer expertise required.

Note: Software packages not supported by Hewlett-Packard. Contact vendor with all support issues.

:THE PRODUCTS

HP PRODUCT DESCRIPTION

MODEL

PRICE

DEFIBRILATORS:

Advanced, full-featured defibrillator	43100A	\$5,995
Full-featured defibrillator for general floor	43110A	\$4,995
Basic defibrillator for operating room	43130A	\$3,295
Portable ECG monitor	43200A	\$3,395
Defibrillator cart	43162A	\$750
12V power converter	43190A	\$400
24V power converter	43192A	\$450

CARDIOGRAPHS:

Intelligent cardiograph with built-in measurement and interpretation	4765A	\$8,995
Basic cardiograph for general hospital use	4755A	\$5,495
Light weight cardiograph cart	4720B	\$400
Full-sized cardiograph cart	4722B	\$625

HP PRODUCT DESCRIPTION

MODEL

PRICE

AMBULATORY ECG:

Ambulatory ECG system, with Vectra PC, LaserJet Printer, two patient analyzers and interface module	43420A	\$24,650
Full disclosure printer interface	Option A07	\$2,500
Holter memory module for full disclosure monitoring	Option A04	\$2,200
Additional patient analyzer	Option A01	\$3,300

ECG WORKSTATION:

ECG workstation, with Vectra PC and HP ECG management software	43610A	\$19,900
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Prices subject to change without notice.

.THE RULES

- ❖ Promotion effective 6/1/88 through 9/30/88.
- ❖ All products must be ordered on the same purchase order.
- ❖ Customer must be willing to accept delivery by 10/30/88.
- ❖ Shipment of the *Free* Vectra is subject to availability.
- ❖ Warranty on *Free* Vectra is 90 days on site.
- ❖ Installation not included on the *Free* Vectra.
- ❖ All orders must be coded to allow partial shipments.
- ❖ No discounts provided in lieu of promotion.
- ❖ Qualifying price is net price after purchase agreement discounts.
- ❖ Software support provided from software manufacturer. HP does not warrant the software in any way.

The *Free* Vectra ES-12 Medical Training Workstation must be ordered in the following manner:

❖ 43610A ECG Workstation	\$19,900
PLUS EITHER	
❖ Special Option #920	
Training Workstation & ACLS Training Software	-\$13,535
OR	
❖ Special Option #921	
Training Workstation & Arrhythmia Recognition Software	-\$13,535
❖ M05 Promotion Discount	-\$6,365
NET PRICE	\$0.00

- ❖ All orders should be coded to allow partial shipments
- ❖ All products must be ordered on the same P.O.
- ❖ No discounts in lieu of promotion

ORDERING:

Example #1

Qty	Item	PL	List	Extd List
5	43100A	40	\$5,995	\$29,975
1	M-17 Quantity Discount		-\$1,199	-\$1,199
			Sub-total	\$28,776
1	43610A	84	\$19,900	\$19,900
1	Spec. Opt. #920		-\$13,535	-\$13,535
1	M05 Promotion Discount		-\$6,365	-\$6,365
			Total	\$28,776

Example #2

Qty	Item	PL	List	Extd List
1	43420A	37	\$24,650	\$24,650
2	A04	37	\$2,200	\$4,400
1	4765A	41	\$8,995	\$8,995
			Sub-total	\$38,045
1	43160A	84	\$19,900	\$19,900
1	Spec. Opt.#920		-\$13,535	-\$13,535
1	M05 Promotion Discount		-\$6,365	-\$6,365
			Total	\$38,045

EXAMPLES:

Example #3

Qty	Item	PL	List	Extd List
2	4765A	41	\$8,995	\$17,990
2	43400B	37	\$3,300	\$6,600
2	43405A	37	\$2,200	\$4,400
			Sub-total	\$28,990

Does not qualify. Order contains PL 37 products so minimum quantity must be \$35,000.

Example #4

Qty	Item	PL	List	Extd List
1	43610A	84	\$19,900	\$19,900
1	A05	84	\$150	\$150
1	D02	84	\$8,400	\$8,400
1	D04	84	-\$720	-\$720
1	43420A	37	\$24,650	\$24,650
2	A04	37	\$2,200	\$4,400
1	A07	37	\$2,500	\$2,500
1	D02	37	-\$6,500	-\$6,500
			Sub-total	\$35,980
1	43610 ECG Workstation			\$19,900
1	Special Otion #920			-\$13,535
1	M05 Promotional Discount			-\$6,365
			Total	\$35,980

EXAMPLES:

For assistance, please call McMinnville Division at (503) 472-5101

Marketing

Bob DiSilvio, Business Develop. Mgr.	x304
Dave Nordin, Product Mktg. Mgr.	x384
Bryan Bjorndal, Business Development	x328
Dave Camlin, Business Development	x311
Mary Jo Doepker, Business Development	x386
Mark James, Business Development	x329
Colin Portnuff, Business Development	x216
Ken Rucker, Business Development	x338

Order Processing

Mike Wright, Order Admin. Mgr	x254
Sherrie Balmer, Ambulatory ECG	x219
Sara Gamble, Canada, NSR, MSR	x256
Diana Roerig, SSR, ESR	x330

ASSISTANCE:

Cardio-Closers



Win an all expense paid trip to Oregon to discuss and enjoy your success.



Contest runs 6/1/88 through 10/31/88.



Who wins: Top Generalist, DC Specialist, and DM per region; Top FE by product line; Top regional Alt. Care Mgr; Top Major Account Team.



Trip date: February 4-10, 1989 (est).

Program open to all N. American FE's carrying quota in product lines 37, 40, 41 or 84.

AWARD:

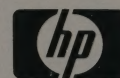
Dealer Programs (FYI)

Dealer reps are actively participating in a PageWriter Sales Contest. The Contest runs from 4/15/88—10/31/88. To enhance the PageWriter Sales Contest, US Dealers may also take advantage of a \$500 trade-in program for cardiographs. (Program mailer included for your reference). Contact your local dealer manager for more information.

ALTERNATE CARE CHANNEL

A metal spiral binding runs horizontally across the page, positioned below the italicized text.

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